

Press Release



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GOVERNOR'S INTERNATIONAL ADVISORY COUNCIL CONVENES

Anchor tenant identified for State's first business incubator to attract foreign-owned companies, create jobs.

BALTIMORE, MD (June 3, 2009) – Governor Martin O'Malley's International Advisory Council met for the first time today in Baltimore and got to work quickly, witnessing the signing of an MOU to launch the State's first incubator for attracting foreign-owned companies and announcing its anchor tenant. The Council is comprised of a diverse group of senior government and private sector executives with experience in bioscience, manufacturing, financial, advanced technology, education, agricultural, transportation, and non-profit sectors. This seasoned group will guide the State's efforts to attract and grow international companies and help craft policy and legislation that supports Maryland's strong and diverse network of international businesses.

"The International Advisory Council will play a key role in carrying out our comprehensive, long-term strategy for international growth in Maryland," said Governor O'Malley. "In these challenging economic times, promoting foreign direct investment and helping companies access international markets are among the State's most productive tools for job creation and economic development."

During their inaugural meeting, the Council witnessed the signing of an MOU to establish an international business incubator in College Park later this year. The incubator will provide business development support services and competitively priced leasing space to foreign companies through a partnership between Maryland's Department of Business and Economic Development (DBED) and the University of Maryland-College Park (UMCP). Located in Greenbelt, the incubator's anchor tenant will be the University of Maryland-China Research Park, which has proven to be a successful model for DBED/UMCP business development collaboration, attracting three companies to Maryland over the past 16 months.

"We are pleased to partner with the University of Maryland in this effort," said Harold Adams, chair of the International Advisory Council. "This joint partnership will leverage the university's research strengths and DBED's business development resources in attracting foreign owned companies to Maryland."

Today's meeting and announcement are among many recent international accomplishments for the O'Malley-Brown administration. Earlier this year, Governor O'Malley announced Maryland's International Growth Strategy, which called for the creation of the Council and the Maryland International Business Center, a one-stop shop for foreign companies looking to expand their operations into Maryland. The Center, which is managed by DBED, brings together for the first time key state, federal and private sector partners to give companies significantly improved access to essential resources needed to grow.

In the past year, Maryland has also attracted 14 foreign-owned companies, which have the potential to create up to 250 new jobs. The wins are in part a result of recent targeted economic development efforts by DBED's international trade and investment office to promote the State as a hub for global companies, including a blitz effort in September 2008 when the team visited Russia, China, South Africa and Finland. Numerous follow-on foreign business delegations from China, Finland, South Africa, India, Montenegro, Japan, Russia and South Korea have since visited Maryland to learn more about the State's advantages for foreign companies.

Maryland is well positioned for growth in the global market, with more than 550 foreign-owned companies from 30 countries currently calling Maryland home. Roughly 105,000 Marylanders, or 3.5 percent of the workforce, are employed by foreign-owned firms, with companies headquartered in the Netherlands, United Kingdom and Germany as the top three foreign employers in Maryland.

Through its main office in Baltimore and 12 offices around the globe, Maryland's Division of International Investment and Trade works to stimulate foreign direct investment in Maryland, offers export assistance for small and mid-sized Maryland companies and coordinates international trade and investment missions and trade show opportunities for Maryland companies. For more information on Maryland's international efforts, visit www.choosemaryland.org

Governor's International Advisory Council Members

Harold Adams, Chair- President, HLA LLC (Baltimore City)
Katie Gray, Vice Chair- Vice President, Global Sensor Systems, Northrop Grumman (Anne Arundel County)

Dr. Mohamed Al-Ibrahim, President, SNBL CPC (Baltimore City)
Carlos Ayala, Vice President, International, Perdue (Wicomico County)
David Cooke, Vice President, International Operations, M&T Bank (Baltimore City)
Ron Daniels, President, Johns Hopkins University (Baltimore City)
Drew Greenblatt, President, Marlin Steel Wire Products (Baltimore City)
Vinita Gupta, President, Lupin Pharmaceuticals (Baltimore City)
Ken Hackett, President, Catholic Relief Services (Baltimore City)
Brit Kirwan, Chancellor, University System of Maryland (Prince Georges County)
Douglas Liu, Vice President Global Operations, Qiagen (Montgomery County)
Leslie Mancuso, President & CEO, JHPIEGO (Baltimore City)
Ambassador Tom McDonald, Equity Partner, Baker Hostetler (Washington, D.C.)
Scott Menzies, Managing Partner, Balterm (Baltimore City)
Todd Ruppert, Pres. & CEO, T. Rowe Price Global Investment Svcs. (Baltimore City)
Tom Russo, President and General Manager, Severstal Sparrows Point (Baltimore County)
Maurice Tosé, President, TeleCommunication Systems (Anne Arundel County)
Dr. Zhai Yifan, President, Chinese Biopharmaceutical Association of America (Mont. County)

Ex-Officio Members:

Christian Johansson, DBED Secretary Jim White, MPA Executive Director
Deb Kielty, President of WTCI
Abba Poliakoff, Chairman, Maryland Israel Development Center
Robert Walker, DBED Assistant Secretary for Business Development

About DBED:

The Maryland Department of Business and Economic Development stimulates private investment and creates jobs by attracting new businesses, encouraging the expansion and retention of existing companies, and providing workforce training and financial assistance to Maryland companies. The Department promotes the State's many economic advantages and markets local products and services at home and abroad to spur economic development and international investment, trade and tourism. Because they are major economic generators, the Department also supports the Arts, film production, sports and other special events. For more information, visit www.choosemaryland.org